

Suzuki Migrates to Electronic Invoicing

[Crossgate Saves Suzuki Dealers the Trouble of Going to the Mailbox](#)

Atlanta, February, 18 2008 – **Suzuki International Europe will convert the sending of invoices for spare parts to over 1,200 dealers from paper to electronic transfer. This is made possible via the e-box™ services of Crossgate. The specialist for data transfer and B2B integration takes over the complete sending process, including a legally secure digital signature, validation, and archiving. Additionally, Crossgate’s Enterprise Services team is performing the complete roll-out for a fixed cost. This allows Suzuki to benefit quickly from the digitization of paper without a major internal effort allowing them to take advantage of sustained cost savings and process optimization.**

For the migration to paperless dispatching, neither Suzuki nor its dealers had to make large-scale investments in terms of new hardware or software. The German importer of Japanese cars, motorbikes, and outboard engines, thus, merely had to configure the Enterprise Resource Planning (ERP) system for the creation of invoices in PDF format. The dealers, in turn, only require an e-mail program which notifies them that an incoming invoice has been received, a standard Internet browser, Acrobat Reader to read the documents, as well as an easily installable solution to verify the authenticity and origin of the documents. The complete transfer, the providing of the invoices, as well as the archiving is performed via the Business-Ready Network of Crossgate. Dealers can, thus, access the Internet portal in a 24-hour mode and update their data sets.

“We are very glad to have found a full service provider in Crossgate who offers us a fast and simple migration to electronic invoicing,” explains Thomas Riech, General Manager Finance, Accounting & Controlling of Suzuki International Europe. “Particularly in terms of the roll-out management we can rely on their experience. After all, 1,200 dealers in three business sectors have been convinced of the approach, and they connected within only three months.” In addition to significant cost savings, the company counts on simplification and better transparency of the processes. “With our e-box™ services we can offer our customers a complete turn-key solution: from the roll-out services to archiving to protect against ongoing audits,” states Stefan Tittel, CEO and Founder, Crossgate AG. “Additionally, the qualified signature assures the legal security of the transactions at all times and the archiving procedure complies with the legal tax stipulations.” To exploit the cost-saving potential, Suzuki plans to migrate the process for incoming invoices to the electronic mode, as well. After all, the paperless office is just around the corner!

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Crossgate, Inc.

Crossgate's mission is to make this service as flexible, affordable, and simple for companies as making a phone call. Crossgate provides electronic data interchange (EDI) and related services as an on-demand Business Ready Network. The heart of the system is the worlds largest B2B transaction network (B.I.P.). More than 34,000 companies already use B.I.P. to exchange documents and data regardless of format and across all media. The new B2B 360° Services, powered by SAP™, gives customers instant access from their SAP® system to all business partners integrated in the platform.

Crossgate is represented in Europe at five sites in Germany, with subsidiary branches in London, Milan, and Paris. For further information, see www.crossgategroup.com.

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